



Washington, D. C. 20505

OTE 85-6718

8 SEP 1

Mr. Stuart W. Bowen
The BDM Corporation
7915 Jones Branch Drive
McLean, Virginia 22102-3396

Dear Mr. Bowen:

STAT Thank you for sending information on the BDM Corporation and a suggested agenda for a one-day program for our senior executives. At your suggestion, we spoke with [redacted] at NSA and learned that their visit was part of an on-going NSA program on "Perspectives of Industry Executives." It sounds like an excellent program and one which we might want to consider at a later date. We are not in a position to pursue that type of program at the present time.

STAT On another matter, however, Mr. Laurence Jacobs of your company spoke with [redacted] in our Office of Information Technology regarding briefings on a number of BDM capabilities. I have asked my division managers to review the material and contact [redacted] if they are interested in attending any of those sessions.

Sincerely,

[redacted]

Director/
of
Training and Education

STAT OTE/ITD/[redacted] (29 August 1985)

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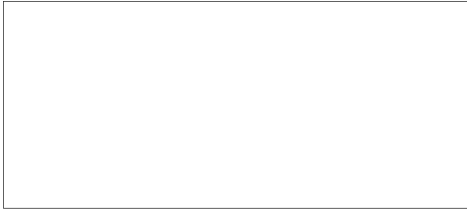
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Writer's Direct Dial Number: 821-5145
BDM/W-SWB-0055-85

July 26, 1985

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As we discussed on the telephone, I have included a copy of the agenda which outlines the briefing BDM presented to NSA. NSA had requested that BDM present to senior executives a one day discussion on how BDM operates. The agenda outlines what we covered. This program has been presented twice to NSA, the most recent being June 1985. If you desire NSA views, please call [redacted] at 301-859-6095 who is in their training group.

The program was paid for by NSA through a purchase request for about \$1000 which included lunch. The meeting was held at BDM.

I have also attached two reports which outlines what BDM does. If you have any questions, please call.

Very truly yours,

THE BDM CORPORATION

A handwritten signature in cursive script, appearing to read "Stuart W. Bowen".

Stuart W. Bowen
Vice President and General Manager
Defense Systems Studies and Analyses

SWB/enh

Atchs: as stated

AGENDA

0900-0915	WELCOME TO BDM	Mr. BOWEN
0915-0945	CORPORATE OVERVIEW	Mr. HARRISON
0945-1015	THE BDM PHILOSOPHY	Mr. WILLIAMS
1015-1030	COFFEE BREAK	
1030-1045	BDM's CONTRIBUTIONS	Dr. BRADDOCK
1045-1115	THE BDM MARKETING PROCESS	Dr. WASAFF
1115-1130	BREAK	
1130-1200	CONTRACTING	Mr. WALSH
1200-1230	PROGRAM PERFORMANCE QUALITY CONTROL	Mr. BURDICK
1230-1315	LUNCH	
1315-1345	PROFITABILITY / BUSINESS PLANNING	Mr. HOFER
1345-1415	MANAGEMENT TRAINING / CAREER LADDER	Dr. BUCHANAN
1415-1430	COFFEE BREAK	
1430-1530	PANEL / QUESTIONS	Mr. HOFER Mr. BURDICK Mr. WALSH Mr. BOWEN

PRESENTERS

EARLE C. WILLIAMS	CHAIRMAN AND CHIEF EXECUTIVE OFFICER
STANLEY E. HARRISON	PRESIDENT AND CHIEF OPERATING OFFICER
FLORIAN N. HOFER	EXECUTIVE VICE PRESIDENT AND CHIEF ADMINISTRATIVE AND FINANCIAL OFFICER
Dr. ROBERT B. BUCHANAN	SENIOR VICE PRESIDENT
Dr. JOSEPH V. BRADDOCK	SENIOR VICE PRESIDENT
Dr. CHARLES R. WASAFF	SENIOR VICE PRESIDENT
STUART W. BOWEN	VICE PRESIDENT/GENERAL MANAGER, DEFENSE SYSTEMS STUDIES AND ANALYSIS
CHARLES D. BURDICK	VICE PRESIDENT, SYSTEMS TECHNOLOGY
BAILEY G. WALSH	VICE PRESIDENT, CONTRACTS ADMINISTRATION